

Message Text

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FROM EMBASSY DOHA

EO 11652: GDS

TAGS: BEXP QA

SUBJ: ATLANTIC-RICHFIELD MAY BE INTERESTED IN PETROLEUM
CONCESSION IN QATAR

1. UMAR AL MANA, HEAD OF WELL-ESTABLISHED TRADING COMPANY,
HAS INFORMED US THAT ATLANTIC-RICHFIELD APPEARS TO HAVE SOME
INTEREST IN OIL CONCESSION IN QATAR. ACCORDING SOURCE,
CONCESSION AREA WOULD BE THAT RECENTLY GIVEN UP BY JAPANESE
FIRM WHICH OPERATED HERE UNDER NAME QATAR OIL COMPANY.

2. AL MANA HAS TOLD US THAT HE HAS CONTACTED T.J. MBBRYDE,
MANAGER/NEW VENTURES, ATLANTIC-RICHFIELD, LOS ANGELES, CALIF,
WITH OFFER TO ACT AS COMPANY'S LOCAL AGENT IN NEGOTIATING
FOR CONCESSION. AL MANA SAID THAT MCBRYDE REPLIED THAT COMPANY
PREFERRED TO DEAL DIRECTLY WITH GOVT OF QATAR.

3. SUGGEST DEPT OF COMMERCE CONSIDER APPROACH TO ATLANTIC-
RICHFIELD ON SUBJECT TO ADVISE COMPANY IF MIGHT BE WELL WORTH
ITS WHILE TO MAKE ARRANGEMENT WITH WELL ESTABLISHED LOCAL
FIRM TO REPRESENT ITS INTERESTS HERE. AS DOC AWARE, SUCH
ARRANGEMENT OFTEN KEY TO EFFECTIVE OPERATION OF US FIRMS IN
THIS AREA.
STOLTZFUS

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